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## The A B C and X Y Z of ADVERTISING

## SERES of TEN TLLKs ov ADveensisa No. 5

ever spring a big newspaper advertisement $\mathrm{u}_{\mathfrak{r}}^{\mathrm{Cn}}$
Make it, an invariable rule to lead up by two or nicely graded steps to the important announce ment to be made. People take a certain pleasure out anticipation. They enjoy their dinner all the more But if you open up your morning newspaper and find lazed forth in big headlines the advertisement of something startingly new you are stunned rather than
都 ay geting a litue more curious about it, you get your seif keyed up in anticipation, and then if the announce render in a body.

Don't pay the United States government two is for carrying a letter or a circular worth less than wo cents.

The average advertiser will shave off 15 cents a housand on envelopes and a quarter of a cent a pound n paper and beat down the printer in price so that he obiged to use a 30 -cent ink and by various othe帾 He will then pay the government $\$ 20$ for carrying his tuff and pat himself on the back for being economical.

Don't waste gray matter on your competitor. No natter how entertainingly he lies, you go right o elling the plain, blunt kind of truth that-mother-used

Truth can be made far more entertaining than lsehood. Don't be afraid to call a spade a spade.

If the goods are shoddy advertise them as shoddy. ive good shoddy measure, and charge shoddy prices. There are tens of thousands of people who prefer

If you have news to print about your store-some it advertising-don't order twenty-three styles of pe with whirligig borders and a crazy, badly-engrav picture. The mummer on New Year's Day or the alke good on the road selling gold watches. The dvertiser has an idea that the more fool things he lown has the very same idea.

The great thing in all advertising is not quantity wspaper the readers of which are able to buy your
Sempouratay

